

## UTAH'S HIGH-TECH 20

by Brett Hullinger

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Few states have leveraged the economic power of high-tech better than Utah. With its pioneer roots firmly planted in mining and agriculture, the Beehive State hitched its wagon to technology and pulled itself into the new economy. The result is that Utah--despite its relatively sparse population and geographic distance from major technology and financial markets--has become something of an Intermountain Silicon Valley.

Building on the foundation established by the likes of WordPerfect, Novell and Iomega, here is a look at 20 Utah-based companies--compiled by industry experts who are plugged into the local scene--poised to advance the state's position as a major high-tech player.



Companies were selected for having either a unique business model; a ground-breaking product, service or process; an important strategic alliance; or a significant global presence. Some are large, established industry leaders. Others are small, innovative newcomers still making their mark. Each places its own unique brand of entrepreneurial initiative on Utah's technology sector.

### **Altiris** ([www.altiris.com](http://www.altiris.com))

Ten million Compaq computers roll off the line each year with Altiris software bundled inside. The company specializes in web-enabled tools that help IT professionals manage corporate resources and reduce costs. Using Altiris software, an IT manager sitting at his or her desk can upgrade all of the company's computers to a new operating system or distribute new software to every employee. Sales have rocketed from \$3.5 million in 1999 to \$34 million in 2001.

### **Campus Pipeline** ([www.campuspipeline.com](http://www.campuspipeline.com))

Not since Starbucks has a company been so instrumental in getting universities wired. Campus Pipeline's primary function is to help institutions of higher education build a "unified digital campus." This means a user can access an institution's myriad services and programs through a single web sign-on. More than 150 universities--including Notre Dame, Drexel, Pepperdine, Hawaii Pacific and nearly a dozen international schools--utilize the Campus Pipeline Web Platform.

### **ClearOne Communications** ([www.clearone.com](http://www.clearone.com))

ClearOne Communications handles all aspects of audio, video and web conferencing. The company offers conferencing products--phones, cameras, furniture and accessories--for executive offices, boardrooms, convention venues, courtrooms, and more. ClearOne's product line is supported by a full range of services, including translation and transcription, technical support and conference scheduling. Sales jumped from \$39.9 million for fiscal year 2001 to \$54.5 million for fiscal year 2002.

### **ContentWatch** ([www.contentwatch.com](http://www.contentwatch.com))

As its name implies, ContentWatch is dedicated to guarding computer users against violence and pornography on the Internet. The company's family of software products--ContentAudit,

ContentCleanup, ContentMonitor and ContentWatch—empowers nontechnical users to scan and remove objectionable material, as well as monitor computer usage. The tools can record incoming and outgoing online chat, log applications and game usage, and even send e-mail alerts if someone tries to access unauthorized sites.

**FatPipe** ([www.fatpipeinc.com](http://www.fatpipeinc.com))

A diverse list of clients—including Tyco, The Juilliard School, SK Global and the National Football League--employs FatPipe Networks' patented router clustering technology to keep their Wide Area Networks (WANs) up and running. FatPipe utilizes multiple ISPs and combines available connections--DSL, T1, T3, or wireless--to seamlessly transfer data while providing "redundancy, high availability, speed and additional security for the deployment of mission critical web-applications over Wide Area Network infrastructures."

**Found, Inc.** ([www.found.com](http://www.found.com))

The last thing a retailer wants to say, not to mention the last thing a consumer wants to hear, is, "Sorry, we're out of stock." Found, Inc. eliminates the need for apologies with its flagship software product, ICaM (Integrated Clicks and Mortar). Customers such as Finish Line--with 454 athletic apparel stores in 44 states--use ICaM to integrate their inventories and prevent lost sales due to out-of-stock items.

**Helius** ([www.helius.com](http://www.helius.com))

Helius is the premier developer of satellite-powered Internet Protocol (IP) networks. The company's routers and software "enable efficient, secure and reliable delivery of broadband IP over satellite, broadband and Local Area Networks." Recent software developments include IPadlock, which broadcasts secure, confidential data in IP format to multiple recipients. IPadlock eliminates the need for expensive encryption hardware.

**MaxStream** ([www.maxstream.net](http://www.maxstream.net))

MaxStream is a rapidly growing force in the wireless connectivity market. MaxStream's signature product is an embedded module that allows devices to communicate wirelessly. The modules are smaller than a credit card and have a range up to 1/4 mile in urban environments and up to 20 miles using high-gain antennas in line-of-sight conditions. The Provo/Orem Chamber of Commerce named MaxStream its 2001 Arthur V. Watkins Business of the Year.

**MediConnect** ([www.mediconnect.net](http://www.mediconnect.net))

MediConnect is an online document retrieval source for medical records. Authorized insurance companies and law firms can order, update, store and download records over a secure site. Users can retrieve billing records, images (CT scans, X rays and ultrasounds) and claims histories. By quickly retrieving medical records, companies such as life insurance providers can issue policies more quickly and with less cost.

**MyFamily.com** ([www.myfamily.com](http://www.myfamily.com))

With more than 800,000 paid subscribers, MyFamily.com ranks in the top five largest subscription sites on the Web. The MyFamily.com network--which includes Ancestry.com and RootsWeb.com--connects families in a variety of ways. Users can create family web sites to post news and photos, chat, and build a family tree. Genealogy is made easy thanks to more than 3,000 databases containing over 1 billion names.

**Myriad Proteomics, Inc.** ([www.myriad.com/proteomics](http://www.myriad.com/proteomics))

Myriad Genetics, a pioneering biotech research company, has teamed up with Hitachi, Ltd. and Oracle to form Myriad Proteomics, Inc. The company's goal is to map the human proteome--which

is the "full complement of proteins in the human body and their interplay as they regulate normal and disease processes"--in less than three years.

**NextPage** ([www.nextpage.com](http://www.nextpage.com))

In simple terms, NextPage puts people on the same page. The NextPage peer-to-peer business networking platform integrates "people, information and processes into a unified experience." This means that everyone involved in a company's project--from widely dispersed research teams, to division managers, to customers--can access a single, secure source of reliable information.

**Omniure** ([www.omniure.com](http://www.omniure.com))

Omniure's clients include AOL Time Warner, eBay, Microsoft, Handspring and USA Today. Large companies like these look to Omniure to measure the performance of their high-traffic web sites. Omniure's SiteCatalyst software measures and reports "site traffic, advertising effectiveness, sources of sales, e-commerce transactions and more." In June, SiteCatalyst won PC Magazine's Best of Show Award in the Enterprise Software category at the PC EXPO in New York.

**Overstock.com** ([www.overstock.com](http://www.overstock.com))

Merchandise sales at Overstock.com have grown from \$1.8 million in 1999 to nearly \$70 million last year. Overstock.com buys, manages and sells inventories of surplus and closeout merchandise. Consumers are treated to discounted prices on name-brand goods in a variety of categories, from home and garden to electronics to books to apparel.

**Power Innovations** ([www.power-innovations.com](http://www.power-innovations.com))

You never really appreciate electricity until it goes out. And thanks to the product line from Power Innovations, you won't get the chance. The company's rugged Uninterruptible Power Quality (UPQ) Systems are compatible with emergency generators and feature intelligent microprocessors. They are engineered to pass military standards for temperature, humidity, vibration and shock. Power Innovations' UPQnet-agent II allows IT managers to manage and control the system through the Internet.

**The SCO Group** ([www.sco.com](http://www.sco.com))

Formerly Caldera, SCO is truly an international company, with offices in 18 countries, from Europe to Asia to South America. SCO's OpenLinux and OpenUnix products enable "the development, deployment and management of unified Linux and UNIX platform solutions for business." Thanks to the Volution Manager, IT professionals can manage unlimited Linux and SCO Unix systems from a single, secure browser.

**Sonic Innovations** ([www.sonici.com](http://www.sonici.com))

The fastest-growing hearing aid company in the world, Sonic Innovations "designs, develops, manufactures and markets advanced digital hearing aids and hearing aid components." The company's line of hearing aids includes the Natura, Altair, Tribute, Quartet and Adesso brands. Sonic Innovations has developed the "smallest, most sophisticated microchip ever used in a hearing aid." Net sales in the second quarter of 2002 were \$17 million, up 50 percent from the second quarter 2001.

**Spillman Technologies** ([www.spillman.com](http://www.spillman.com))

In our post-9/11 world, public safety has become a key issue for all Americans. Spillman Technologies provides software and training to public safety agencies--law enforcement, jails, fire departments and dispatch centers--across the country. Spillman's software gives investigators, officers and other agencies centralized access to evidence, alerts, warrants and records. Mobile

systems allow field officers to receive voiceless dispatch and perform local and national queries from their vehicles.

**STSN** ([www.stsn.com](http://www.stsn.com))

Frustrated business travelers are often stuck with slow dial-up Internet connections when they are on the road. That problem is being solved courtesy of STSN. The industry leader in providing broadband services to hotels, STSN has equipped more than 450 hotels worldwide with its plug-and-play broadband connection. Guestrooms and conference rooms get a secure, high-speed connection for a single daily fee.

**Wavetronix** ([www.wavetronix.com](http://www.wavetronix.com))

Wavetronix has created a whole new way to look at traffic (as in cars and trucks, not web page visits). The company has developed proprietary technology called Digital Wave Radar, which is integrated into a traffic data-gathering sensor called a "SmartSensor." The sensor can accurately monitor 12 lanes of traffic and record lane speed, volume and trends. The SmartSensor automatically adjusts for lane closures, construction and weather. **UB**

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